

SUMMARY

- Accomplished pharmaceutical salesman seeking position that can use knowledge and skills.
- Strong academic training.
- Inherent aptitude combined with excellent practical experience in sales.
- Capable negotiator with demonstrated selling skills.
- Practiced computer literacy.
- Solid oral, written, and public speaking communication skills.
- Established record of proficiency, creativity, leadership, organizational, and problem-solving know-how.
- Proven ability to accept sales goals and deliver desired and effective results.

EXPERIENCE**Pharmaceutical Territory Manager***March 1998 to present*

BRISTOL-MYERS SQUIBB • PLAINSBORO, NJ

NEUROSCIENCE, INFECTIOUS DISEASE, & DERMATOLOGY DIVISION

Promote a variety of drugs to primary care, dermatology, and infectious disease physicians throughout the Paterson area. Focus primarily on about 150 doctors. Coordinate efforts with an associate representative to gain formulary status in three local hospitals. Frequently plan and coordinate events, hosting physicians and arranging for speakers for the purpose of promoting products throughout the territory.

Accomplishments:

- One of ten sales representatives in 2001 selected by the GlucothageXR marketing group to introduce and provide vital market feedback information in the introduction phase of this product.
- Ranked No. 1 in the region and No. 3 in the nation during the first six months of 2000 in sales of Tequin, a new antibiotic launched that year.
- Ranked No. 5 in the region, No. 10 in the eastern area, and No. 42 in the nation in sales of Tequin in 2000.
- Ranked No. 5 among 32 sales reps in the region, No. 13 in the eastern area among 160 representatives, and No. 45 in the nation among 482 for total product portfolio in 2000.
- Member of a team that finished first for total product portfolio performance among 120 teams nationally.
- Received the Pinnacle Award for being within the top 15% of highest sales performers in 2000.
- Received the Pinnacle Award in 1999.
- Ranked twenty-first in sales among 482 sales representatives in the country in 1999.
- Commended for achieving 134.2% of goal attainment in sales of the product group Pravachol in 1999.

Pharmaceutical Sales Representative and Regional Trainer*April 1996 to March 1998*

SAVAGE LABORATORIES • MELVILLE, NY

Marketed prescription drugs to a broad range of physicians, including dermatologists, nephrologists, obstetricians, gynecologists, pediatricians, and doctors practicing internal medicine. Coordinated lunch meetings for groups of physicians, serving as moderator in discussions about the benefits and uses of products supplied by Savage Laboratories.

Accomplishments:

- Served as Regional Trainer, training newly hired sales representatives between North Carolina to Maine. Accompanied trainees on initial field trips and reported on their overall performance.
- Ranked No. 4 among the entire sales force in sales of *Ortho-Est*.

EDUCATION**Bachelor of Science in Psychology** • SETON HALL UNIVERSITY, SOUTH ORANGE, NJ*December 1994***OTHER CAREER RELATED EDUCATION****Certificate in Public Speaking** • DALE CARNEGIE INSTITUTE, ELMWOOD PARK, NJ*February 1996***Certificate: Increasing Human Effectiveness II** • EDGE LEARNING INSTITUTE, SPARTA, NJ*1995*

Attended a number of seminars and special training sessions conducted by Savage Labs and Westwood Squibb on a variety of pharmaceutical products as well as topics such as salesmanship, effective presentations, territory management.

COMPUTER SOFTWARE KNOWLEDGEMS Word WordPerfect
